

Wisconsin Partnerships



State, Local, and Tribal Governments

Working together to save money and improve services.

<http://wisconsinpartnership.wi.gov>

Wisconsin Partnerships

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- ACE
 - Procurement
- Other Services
 - Technology
 - Energy
 - Personnel
- Unique Programs
 - Miscellaneous (Surplus, LOSA, Public Notices)
 - Loans
 - Grants

ACE

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- ACE = Accountability, Consolidation, and Efficiency
- Expands the Partnership Initiative started by Gov. Doyle in 2003
- Utilizes the full weight of the state's purchasing power to:
 - Reduce state costs
 - Increase State efficiencies
 - Create a sustainable source of savings for state, local, and Tribal government



The 4 Components of ACE

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- State Property
- Human Resources
- Technology
- Procurement



ACE Procurement Initiative

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- State government is reducing prices by competitively bidding entire categories of goods and services.
- Additional savings are encouraged by negotiating contracts for all state agencies and the University of Wisconsin rather than each agency individually. Also known as strategic sourcing

Significant volume=lower prices

- Local and Tribal governments can use state contracts to save money

Strategic Sourcing=Lower Prices

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Examples:

Passenger Cars

Medium Duty Trucks

Light Duty Trucks

Law Enforcement Vehicles

Desktop Computers

Laptop Computers

Janitorial Supplies

Office Supplies

Apparel

Copiers

Printers

Software

Food Supplies

Furniture

Paper

Accounting Services

Radios

Tires

Big Savings on Office Supplies

Product	Old State Price	New State Price*	Savings
Manila File Folders, 100/Box	\$6.75	\$2.21	67%
Ruled Pad, Letter Size, 12/Pack	\$10.72	\$4.16	61%
Toner Cartridge	\$110.25	\$76.84	30%
Address Labels, 3000 Labels/Box	\$20.86	\$15.29	27%

*Anticipated

Big Savings on Vehicles



2005 Vehicle	Corporate Fleet Price	State Contract	Savings
Silverado 1500 4x2	\$20,186	\$12,242	39%
Ford Taurus	\$17,059	\$11,599	32%
Grand Caravan	\$22,269	\$15,743	29%
Crown Victoria Police	\$22,167	\$20,145	9%

Big Savings on Tires

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<u>Tire Size (Vehicle)</u>	<u>Retail</u>	<u>State Contract</u>	<u>Savings</u>
Goodyear P205/65R 15 Integrity (Taurus)	\$72.00	\$34.12	53%
Goodyear P225/60VR16 Eagle (Law Enforcement)	\$121.00	\$58.00	52%
General LT245/75R16 AmeriTrac (Light Truck)	\$122.95	\$79.75	35%

Ways to Save

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There are 2 ways local governments and Tribes can take advantage of prices on many of the state government purchasing contracts to save money.

1. Buy directly from the state contract supplier
2. Use state contract pricing as a benchmark and negotiate comparable pricing with your local vendors

State Procurement and Businesses

Local and Targeted Business Enterprises



- DOA is marketing procurement opportunities to minority-owned, women-owned, veteran-owned and small businesses through VendorNet and networking meetings enabling them to directly compete for state contracts or partner with prime vendors as subcontractors or suppliers.
- DOA is requiring prime vendors to implement plans creating subcontracting opportunities for minority-owned, women-owned, veteran-owned and small businesses. Successful subcontractors can gain the experience and capacity necessary to compete for future contracts as prime vendors.

Accessing State Contracts

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All State contracts are listed on the State's VendorNet web site. To access the VendorNet home page go to:

<http://vendornet.state.wi.us>

1. Click on General Procurement Information.
2. Then, scroll to and click on Procurement Contracts
3. Scroll to the bottom of the page to find contracts listed in alphabetical order by category
4. A “CP” indicates that a contract is open to local & Tribal government use

Accessing State Contracts

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If you click on the contract number, VendorNet will take you directly to the **Contract Summary Page**, this page details the following:

- What the contract covers
- When the contract expires
- Who at DOA you can call for more information
- Pricing
- How to use the contract
- Full contract document
- Other contract related information

****Local and Tribal governments can also use VendorNet to post their Request for Bids.****

ACE and Procurement

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For more information about State contracts and procurements, please contact::

Jim Langdon

(608) 267-2715

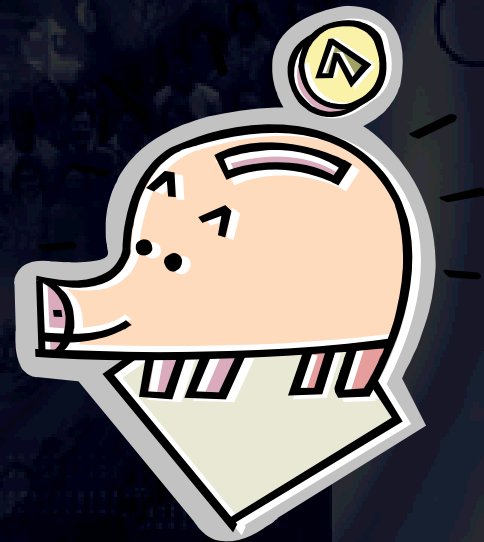
James.langdon@doa.state.wi.us

<http://vendornet.state.wi.us>

Other Ways the State Can Help Local & Tribal Governments Save Money



- Technology
- Energy
- Personnel



Technology

DOA's Division of Enterprise Technology



- DOA's Division of Enterprise Technology (DET) has technology related services that local & Tribal governments can use to save money. They include:
 - BadgerNet Converged Network
 - Publishing Services and Mail Distribution
 - Business Cards
 - Web Hosting
 - Wisconsin Employees Virtual University (WEVU)
 - Phone Services
 - Computer and Software Savings

BadgerNet Converged Network (BCN)

DOA's Division of Enterprise Technology



- Available Fall 2005 to state agencies, pk-12 schools, libraries, technical colleges, UW System, independent colleges and universities, local and Tribal governments
- 3 Main Services
 - Wide Area Network (WAN)
 - Internet Transport Service
 - Video Conference Service

www.doa.state.wi.us/badgernet

BadgerNet Converged Network (BCN)

DOA's Division of Enterprise Technology



- The BCN, when fully deployed, will help local and Tribal governments efficiently access information and over 7000 applications located in state agencies.
- Examples include:
 - Digital fingerprinting with Dept. of Justice
 - TIME/E-TIME with Dept. of Justice
 - Voter Lists with the State Elections Board
 - CARES with DHFS
 - KIDS with DWD
 - SUITES with Unemployment Insurance

Mail Distribution, Publishing Services & Business Cards

DOA's Division of Enterprise Technology



Local and Tribal Governments can take advantage of DET's mail distribution, printing and publishing, and business card services. All services have an easy on-line ordering system and are available 5 days a week.

- Mail distribution services consists of the traditional high-volume, low cost inserting and mailing services. E-routing provides email distribution of documents to subscribers at a reduced cost and a fast speed.
- Traditional quick copy and mainframe/data printing Print-On-Demand (POD) and Compact Disk (CD) publishing.
- Business cards can be printed for a minimum fee of \$10.00 for 50, full color cards, and can be delivered within two business days.

Web Hosting

DOA's Division of Enterprise Technology



- All local and Tribal governments can take advantage of DET's web hosting services. This includes:
 - Web page development and testing
 - Domain name registration
(wisconsin.gov, wi.gov, or state.wi.us)
 - Help Desk Support (24/7/365)
 - Web Trends reporting
 - HTTP log file access
- Local government pages hosted by DET include:
 - Counties of Oneida , Door, and Juneau; Villages of Silver Lake, and Spring Green; and the town of Bristol

E-Learning

DOA's Division of Enterprise Technology



- Local and Tribal Governments can participate in the Wisconsin Employees Virtual University (WEVU) training program.
- Training available 24/7/365
- E-learning bundles range from \$25 to \$100 per bundle
- E-learning course bundles include:
 - Administrative
 - Customer Service & Professional Development
 - Desktop 2000, XP
 - IT
 - Mainframe
 - Management
 - Project Management
 - Networking
 - Safety

Telephone Service

DOA's Division of Enterprise Technology



Locals and Tribes can get the same low-cost phone services as the state.

- Cell Phone Service
 - As low as \$4.75 per month and .09 cents per minute
- Local Phone Service
 - As low as \$11.80 per month and \$5 per month for voice mail per line.



Computer and Software Savings

DOA's Division of Enterprise Technology



- DET works in conjunction with the State Bureau of Procurement to negotiate cost savings on computers and software.
 - Local and Tribal governments can also take advantage of these savings.

For more information on computer and software pricing, please log on to:

<http://vendornet.state.wi.us>

Technology Contact

DOA's Division of Enterprise Technology



For more information about how DOA's DET can help local & Tribal governments with technology, please contact:

Bernie Mrazik
(608)267-0622

bernie.mrazik@wisconsin.gov

www.doa.state.wi.us/badgernet

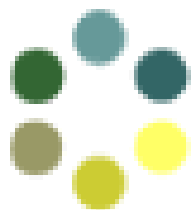
Energy

DOA's Division of Energy



- DOA's Division of Energy can assist local and Tribal governments in many ways including:
- Technical Assistance
- Cash Incentives/Rebates

To determine eligibility, go to **www.focusonenergy.com** and use the ELIGIBILITY TOOL located in the top right hand corner.



focus on energy™

The power is within you.

Technical Assistance

DOA's Division of Energy



1. Water and Wastewater Facilities

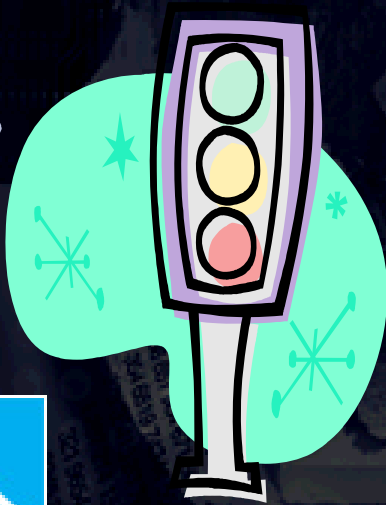
- Local and Tribal governments can utilize technical assistance provided by the Division of Energy to achieve energy savings in their water and wastewater facilities.
- Focus on Energy has assisted 170 municipal water and wastewater treatment facilities with grants and technical assistance.
- This is a large savings opportunity since motors and other industrial type equipment operates 24/7

2. Other Government Facilities

- Local and Tribal governments can utilize technical assistance provided by the Division of Energy to achieve savings in their government facilities.

Cash Incentives/Rebates

DOA's Division of Energy



- Cash incentives are available for energy saving projects
- Small or large lighting changes, exit signs, heating, cooling, & ventilation improvements
- Reducing current energy costs by 10-25% is feasible in most buildings



Energy Programs

DOA's Division of Energy



- For more information regarding Energy Programs, please contact:

Charlie Schneider

Wisconsin Focus on Energy

(715) 720-2176

charlieschneider@focusonenergy.com

www.focusonenergy.com

Wisconsin Personnel Partners

by the Office of State Employment Relations



- Local and Tribal governments can work with Wisconsin Personnel Partners to:
- Announce positions on the WiscJobs website
- Screen Applicants
- Create Position Descriptions
- Analyze Compensation and Benefits
- Create Performance Appraisal Systems
- Training Employers/Employees
- For more information about Wisconsin Personnel Partners, please contact:

Michele Sorum-Schmid
Wisconsin Personnel
Partners

(608)266-1088

wpp@oser.state.wi.us

www.wpp.wi.gov

Unique Services

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- State government assists municipalities in the operation and efficiency of government in many ways. Examples include:
 - Surplus Property
 - LOSA – Length of Service Award Program
 - Loans
 - Grants

Surplus Property

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- Local and Tribal governments can purchase state surplus property directly from the state prior to the items being offered to the general public. Examples of surplus items include:
 - motor vehicles; heavy equipment; computer equipment; office furniture; and school & educational equipment

For More Information, contact:

Tracy Stamm

(608) 266-1719

E-mail surplusproperty@doa.state.wi.us

www.doa.state.wi.us

Keyword: surplus property

Wisconsin Volunteer Firefighter and EMS Length of Service Award Program (LOSA)



- Local governments can utilize LOSA, a tax-deferred benefit program for volunteer fire fighters and emergency medical technicians. Tribes not eligible.
- The intent of LOSA is to assist municipalities in retaining volunteer fire fighters and emergency medical technicians.

For More Information, Contact:

Terri Lenz

(608) 261-2298

terri.lenz@doa.state.wi.us

www.doa.state.wi.us

Keyword: LOSA

Loans

Board of Commissioner of Public Lands



State Trust Fund Loan Program

- Easy to use
 - Low interest rates
 - Eligibility includes School districts and municipalities, as defined 67.01(5) of the Wisconsin Statutes. Tribes not eligible.
- Uses of funds include: buildings, roads, water and sewer facilities, equipment, recreation facilities, industrial development, or other public purposes.

For more information, please contact:

Coletta DeMuth

608-266-0034

coletta.dumuth@bcpl.state.wi.us

Federal Match Program

- Easy to use, short term loan to aid in obtaining matching amount for federal grants.

<http://bcpl.state.wi.us/>

Grants

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- **Federal Grants**

- www.grants.gov

- **State Grants**

- <http://www.doa.state.wi.us/dhir/wcca.asp>

- **Other Grants**

Drinking and Wastewater Funding
Sources

<http://www.dnr.wi.gov>



Wisconsin Partnerships

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- To ask questions about Wisconsin Partnerships and how you can access some of the programs mentioned, please contact:

Dawn Vick

Department of Administration

Intergovernmental Services

608-266-7043

dawn.vick@doa.state.wi.us

<http://wisconsinpartnership.wi.gov>